

Message Text

PAGE 01 STATE 089684

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ORIGIN ARA-10

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TO AMEMBASSY LIMA PRIORITY

C O N F I D E N T I A L STATE 089684

E.O. 11652: GDS

TAGS: EAIR, PE

SUBJECT: CIVAIR: BRANIFF-AEROPERU DISPUTE

1. ON MORNING OF APRIL 18, FOREIGN MINISTRY COUNSELOR LUIS SOLARI PAID VISIT TO DEPARTMENT TO CONVEY GOP VERSION OF CURRENT STATUS OF AEROPERU-BRANIFF TALKS AND TO CORRECT WHAT FOREIGN MINISTRY FEELS MAY BE MISTAKEN USG IMPRESSIONS ABOUT THOSE TALKS. SOLARI'S TRIP WAS HASTILY ARRANGED AND UNDERTAKEN AT THE SPECIFIC REQUEST OF FOREIGN MINISTER DE LA FLOR.

2. HE FIRST EMPHASIZED THAT THE GOP AND AEROPERU WANTED TO ACHIEVE A NEGOTIATED SOLUTION TO THIS DISPUTE AND DID NOT DESIRE A QUOTE COLLISION END OF QUOTE OR CONFRONTATION WITH THE USG OVER THIS MATTER. SOLARI REPEATED POINT MADE BY AEROPERU'S SOTO IN LIMA THAT SOTO TRIP TO CARACAS WAS NOT AN EFFORT TO FRUSTRATE FURTHER AIRLINES DISCUSSIONS, ADDING THAT SOTO HAD MADE HIS TRAVEL PLANS PERFECTLY CLEAR TO BRANIFF'S REPRESENTATIVES NEARLY A WEEK IN ADVANCE. SOLARI SAID THAT HE WAS NOT IMPOWERED TO NEGOTIATE, MERELY TO CONFIDENTIAL

PAGE 02 STATE 089684

INFORM. HE COMMENTED, HOWEVER, THAT WITH THE MOST RECENT BRANIFF OFFER THE POSITIONS OF BOTH AIRLINES SEEMED VERY CLOSE TOGETHER. HE SAID THAT FOREIGN MINISTER DE LA FLOR RECOGNIZED BRANIFF'S OFFER AS CONSTRUCTIVE CONCESSION AND

THAT HE AND THE FOREIGN MINISTRY BELIEVED BRANIFF NEGOTIATING IN EARNEST. HE THEN NOTED THAT MISTAKEN IMPRESSIONS OF ALL SIDES HAVE CONTRIBUTED TO PROLONGING DISPUTE. FOR EXAMPLE, HE NOTED THAT GOP BELIEVED IT HAD USG ENDORSEMENT OF AEROPERU'S 24 FREQUENCY OFFER AS A RESULT OF EMBASSY OFFICERS' INFORMAL STATEMENT THAT SUCH AN OFFER WITHOUT QUOTA RESTRICTIONS SEEMED CONSTRUCTIVE AND SHOULD BE FORMALIZED IN WRITING. LATER THEY REALIZED THAT BRANIFF DID NOT SHARE THESE VIEWS. SOLARI ACKNOWLEDGED THAT THE FOREIGN MINISTRY HAD SOME DIFFICULTY LEARNING AND UNDERSTANDING AEROPERU'S BASIC POSITION INITIALLY AS WELL. HE WOULD NOT BE DRAWN INTO SPECULATING AS TO WHERE NEGOTIATING WOULD GO IF AEROPERU DID NOT AGREE TO CURRENT BRANIFF OFFER OR IF AIRLINE-TO-AIRLINE TALKS SHOULD REACH IMPASSE AT THIS JUNCTURE, RESPONDING THAT HE HOPED AN AGREEMENT BETWEEN AIRLINES COULD BE REACHED THIS WEEK. SOLARI DEMURRED FROM DISCUSSING POSSIBILITY OF LATER GOVERNMENT-TO-GOVERNMENT TALKS IF NEEDED SAYING THAT GOP IN GENERAL PREFERRED AIRLINES TO REACH A SOLUTION AMONG THEMSELVES AND TO RESERVE GOVERNMENT-TO-GOVERNMENT DISCUSSIONS FOR THE PURPOSES OF RATIFYING SUCH AN AGREEMENT. KISSINGER

CONFIDENTIAL

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